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LENDER NEWS

A Publication of the Des Moines District Office and Cedar Rapids Branch Office

January, 2005

From the District Director's Desk

Tools to Help Your Customers with Exporting

Exports. We live in a global market place and while our state is well known for its export of agricultural commodities such as corn and soybeans, we at times may not realize the significance of exports to small businesses and other sectors of our economy. Iowa exported \$5.2 billion in goods in 2003. Small and medium sized firms make up 26% of this total and 78% of the firms in the state that engage in exporting. This issue of *Lender News* is devoted to lending tools and resources that are available to small businesses to increase their ability to compete in the global marketplace.

The Commercial Service of the Department of Commerce provides an array of services available to assist exporters as discussed in the following article. The Department of Commerce along with the Export Import Bank also collaborates with SBA in providing trade promotion and export finance assistance at U.S. Export Assistance Centers throughout the country. They also work closely with other state, federal and local trade organizations. Here in Iowa the Iowa Department of Economic

Development (IDED) has a staffed trade office. IDIED also serves as the contact for MIATCO, a non-profit organization funded by USDA's Foreign Agricultural Service. MIATCO provides an array of services for the marketing and promotion of food and agricultural products. Call IDIED at (515)-242-4700 or visit them on the Web at www.iowalifechanging.com/business/intl/.

I encourage you to check out these programs and services to see how you can assist your small business customers expand their markets through exporting. For more information, or to talk directly with an SBA representative about exporting, please contact John Blum with the SBA's U.S. Export Assistance Center in St. Louis Missouri (which serves Iowa) at (314)425-3304.

Sincerely,

Joseph M. Folsom
District Director

U.S. Commercial Service's Export Assistance

Would you like to take advantage of fast growing export markets overseas, but not sure where to go for answers to your questions? The Commercial Service, a unit of the U.S. Department of Commerce, is one of the federal government's lead agencies in promoting exports of goods and services from the United States, particularly by small and medium-sized businesses.

The Des Moines U.S. Export Assistance Center is dedicated to serving small and medium-sized companies in Iowa. There are numerous ways in which they can assist exporters, including: International Marketing, International Shipping, Finding Contacts, Export

Documentation, Market Research Reports, Foreign Standards, Promoting Products in Foreign Markets, Foreign Tariffs/Taxes, Export Finance Resources, Foreign Import Requirements, Incoterms 2000/Getting Paid, Trade Agreements, Foreign Investments (WTO, NAFTA, etc.).

For assistance with your export needs, contact the Des Moines U.S. Export Assistance Center in Des Moines at (515)-288-8614 or visit them on the Web at www.buyusa.gov/iowa. (The Des Moines U.S. Export Assistance Center is a service of the U.S. Department of Commerce and is not affiliated with the U.S. Small Business Administration's U.S. Export Assistance Center)

INFORMATION

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LowDoc Processing Center

Sacramento, CA
(916) 930-2410
(916) 930-2180 FAX

Fresno Servicing Center

Fresno, CA
(559) 487-5650
(559) 487-5803 FAX

Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 FAX

PLP Processing Center

Sacramento, CA
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

LowDoc Training - 05 Dates

March 1st	Creston
April 19th	Dubuque
June 2nd	Sioux City
July 21st	Burlington
Sept. 6th	Ft. Dodge
Oct. 18th	Cresco
Dec. 8th	Johnston

All trainings will be held from 1:30-3:30 p.m. Specific information for each location will be announced in the *Lender News* closer to the training dates.

SBA International Trade Loans - Better Tools for your IT Customers

There have been some recent changes to the International Trade Loans that SBA is involved with that may benefit your small business customers who are currently involved in, or wish to get involved in, International Trade.

Export Working Capital Program (EWCP):

The maximum gross loan amount is now \$2 Million, (with a maximum SBA guarantee amount of \$1.5 Million). The guarantee percentage for EWCP remains 90 percent. Use of proceeds can refinance existing international debt, as well as normal other uses.

Co-Guaranty Program with Ex-Im Bank:

This program started in September of 2004, and now provides a 90% guaranty for loans up to \$2 million used for international working capital purposes. SBA (through the USEAC-St. Louis) processes the loan, and after local approval (but before funding), submits

the package to Ex-Im, who will get back to SBA within 7 business days. SBA services the loans and the lender collects the guaranty fees for both SBA and for Ex-Im. As before, the lender is responsible for liquidating these loans.

International Trade Loan Program (ITL):

This program, also with a gross loan amount of \$2 million, can be combined with the Export Working Capital Program. The fixed asset loan can only have a maximum of a 75% guaranty, while the working capital loan could have a maximum of a 90% guaranty. These need to be done as separate loans with the working capital funded first.

This loan is for companies who are expanding their international markets or developing new international markets. A first lien is required on the assets being financed. The ITL program can also be used for refinancing debt incurred earlier for fixed asset purchases.

SBA offers a number of other international trade programs and services to small businesses. For more information on these, visit www.sba.gov/oit/lender/index.html or contact the SBA's U.S. Export Assistance Center (USEAC) in St. Louis at (314) 425-3304.

A Reminder When Filling out an SBA Loan Application

Be sure that if the business has been, is or will be involved in International Trade, that you check the appropriate boxes in sections 17, 18 and 19 of the SBA Form 4 so that the business receives proper credit for its IT activity. On the Form 4-L (LowDoc) check the *Exporter* box on the applicants side of the form.

SBA Lender Activity Report for December

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
First American Bank	Fort Dodge	5	\$1,287,000	Black Hawk County Econ. Dev.	Waterloo	1	\$205,000
Iowa Business Growth Co.	Johnston	4	\$2,080,000	Dubuque Bank and Trust Co.	Dubuque	1	\$171,000
Cedar Rapids Bank & Trust Co.	Cedar Rapids	3	\$410,000	Freedom Financial Bank	WDM	1	\$150,000
Capital One	Virginia	3	\$185,000	Iowa Trust & Savings Bank	Emmetsburg	1	\$150,000
MidWestOne Bank & Trust	Oskaloosa	3	\$151,000	State Savings Bank	Creston	1	\$135,000
E.C.I.A. Business Growth, Inc.	Dubuque	2	\$1,300,000	Citizens First Bank	Clinton	1	\$130,000
U.S. Bank	Iowa	2	\$739,000	Cresco Union Savings Bank	Cresco	1	\$130,000
First Federal Bank	Sioux City	2	\$342,600	West Bank	WDM	1	\$130,000
First Bank	WDM	2	\$257,300	Hedrick Savings Bank	Ottumwa	1	\$100,000
Quad City Bank & Trust Co.	Bettendorf	2	\$250,000	Rolling Hills Bank & Trust	Atlantic	1	\$100,000
Bank of America	Iowa	2	\$125,000	Tri-County Bank & Trust	Cascade	1	\$99,000
Citizens State Bank	Waukon	2	\$83,700	Polk County Bank	Johnston	1	\$98,800
Iowa Trust & Savings Bank	Centerville	1	\$1,280,000	Northwest Bank & Trust Co.	Davenport	1	\$85,000
Iowa State Savings Bank	Knoxville	1	\$550,000	Gateway State Bank	Clinton	1	\$76,500
Small Business Growth Corp.	Springfield, IL	1	\$476,000	American National Bank	Holstein	1	\$75,000
Siouxland Econ. Dev. Corp.	Sioux City	1	\$410,000	Exchange State Bank	Exira	1	\$58,500
People National Bank	Council Bluffs	1	\$302,500	Iowa State Bank	Wapello	1	\$50,000
Iowa State Bank	Des Moines	1	\$250,000	Union Bank and Trust Co.	Virginia	1	\$50,000
Liberty Bank, FSB	Cedar Rapids	1	\$250,000	Farmers State Bank	Marion	1	\$25,000
Wells Fargo Bank NA	Iowa	1	\$230,000	Iowa State Bank & Trust Co.	Iowa City	1	\$22,700

The following lenders in Iowa were participant lenders in the SBA's 504 loan program during the month of December

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
U.S. Bank	Iowa	2	\$1,556,000	American State Bank	Sioux Center	1	\$567,500
Clinton National Bank	Clinton	1	\$1,000,000	Great Western Bank	Altoona	1	\$337,500
United Bank of Iowa	Denison	1	\$994,250	1 st National Bank	Waverly	1	\$247,500
Quad City Bank & Trust Co.	Davenport	1	\$767,500	Burlington Bank & Trust	Burlington	1	\$220,100